

Love going to work every day? We do.

Interested in a career with a leading company? We are an innovative, people-oriented leader in customs and logistics.

Interested in great work life balance? We are a family-friendly, family owned, fourth Generation Company that is celebrating over 100 years!

### **Business Development Representative - Mississauga, Ontario**

We are currently looking for a talented and motivated individual to join our exceptional sales team. As a BDR you play a key and valued role in building our sales and market share. When you're successful, we're successful.

#### **Here is what you get:**

- An environment of continuous growth and support from management as we set up for success. We have a win-win attitude.
- On-going, tailored, training, coaching and development
- Industry leading Sales and Marketing training (warm calls not cold calls)
- Industry leading CRM technology

#### **Here is what it takes to be successful in this job: achieve monthly and annual goals by:**

- Leveraging strong prospecting and closing skills
- Researching and developing customized approaches to prospects
- Initiating and building relationships with prospects
- Assessing prospect needs and Willson's ability to provide options/solutions
- Qualifying prospects to ensure they are a target account
- Working in a one to one partnership with an Account Executive.
- Managing and updating account information and sales related activity in CRM.

#### **These are the standards we look for:**

- High School Diploma is required; College Diploma in Business Administration and or equivalent is preferred.
- Energetic, self-motivated, client focused, team player
- Inside sales experience is preferred
- Working knowledge of MS Office suite of products.
- Self-disciplined with excellent organizational and time management skills.
- Strong prospecting, negotiating and closing skills.
- Strong communication skills - English verbal and written is required.
- Satisfactory criminal check clearance and business references are required.
- Transportation industry knowledge is an asset



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**These are the values that are important to us:**

We believe in Constant Improvement, Urgency and Purpose, Courage, Community Involvement and Family First. We look for people that are adaptable, enthusiastic, self-motivated, passionate, creative and team-oriented.

**Here are ways we support you:**

At Willson, family is first, and we recognize, support and respect each employee's responsibility to his/her family. In our continued efforts to help our employees we offer:

- Medical, Dental & Supplementary Health coverage
- Company paid sick and personal days
- Company matching Group RRSP
- Paid Continuing Education Courses

If you think you are a fit for this type of opportunity, please apply by sending your resume and cover letter to [careers@willsonintl.com](mailto:careers@willsonintl.com). We would love to hear from you. Please come and learn more about us at [www.willsonintl.com](http://www.willsonintl.com)

Willson International is an equal opportunity employer. Accommodations for disabilities will be provided to support participation in all aspects of the recruitment process.